

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

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FM AMCONSUL HAMILTON

TO SECSTATE WASHINGTON DC 1381

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E.O. 11652: N/A

TAGS: ETRN, BD

SUBJ: CIVAIR PRECLEARANCE

REF: HAMILTON 323

1. SHARPE DEPUTY PREMIER AND MINISTER FOR FINANCE TOLD US MEETING SEPT. 19 (PARA 4 REFTEL) FRUITLESS. GOB PROPOSED AIRLINES PAY TWO THIRDS COST RECONFIGURING AIR TERMINAL GOB PAY ONE THIRD. PRICE NOW \$750,000 NOT \$655,000 PER REFTEL. THIS COVERS BOTH PHASE I AND PHASE II.

2. NEITHER PANAM NOR BOAC INTERESTED IN PARTICIPATING (AT LEAST OSTENSIBLY) AT \$125,000 EACH WHICH WOULD LEAVE DELTA AND EASTERN WITH \$500,000 BILL. DELTA WITH TWO DAILY FLIGHTS CONSIDERS \$250,000 TOO HIGH A PRICE. EASTERN'S OFFUTT SAID HIS COMPANY NOT READY PUT UP ANHY MONEY AS PROPOSAL INCLUDES CONTROVERSIAL SECOND FLOOR STERILE AREA (PHASE II) WHICH ALL AIRLINES CONSIDER INFEASIBLE.

3. SHARPE WHEN REPORTING RESULTS SEPT. 19 MEETING STATED THE FIRST ANSWER YOU ALWAYS GET FROM ANYONE WHEN YOU LIMITED OFFICIAL USE

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ASK FOR MONEY IS AN AUTOMATIC NO. HE BELIEVES THERE WILL

BE SOME GIVE BY AIRLINES AFTER THEY THINK IT OVER.
STATEMENT DURING MEETING WITH AIRLINES BY MINISTER AIR
SERVICES BARRITT THAT BERMUDA WOULD PROBABLY NEED
COMPLETELY NEW AIR TERMINAL WITHIN SEVEN YEARS DID
LITTLE TO REASSURE AIRLINES THEIR INITIAL INVESTMENT, IF MADE,
WOULD BE END OF GOB REQUESTS FOR FINANCIAL ASSISTANCE.

4. AIRLINES AGREED TO PUT GOB PROPOSAL TO THEIR
HEADQUARTERS BUT EXPRESSED PESSIMISM REGARDING
HEADQUARTERS RESPONSE. GRACY, HEAD OF AIRLINE
MANAGERS GROUP AND DELTA REP ASKED SHARPE IF GOB HAD
CONSIDERED POSSIBILITY AIRLINES RECOUPING WHATEVER
THEY PUT UP BY GOB REMITTING LANDING FEES. SHARPE SAID
NO GOB HAD NOT.

5. GRACY SIAD THAT GOB ASKING AIRLINES FOR FINANCIAL
ASSISTANCE NOW PUT AIRLINES IN PICTURE AND THE
HEADQUARTERS OF THE AIRLINES MIGHT THROUGH ATA ATTEMPT
INFLUENCE CHANGE IN US FACILITIES REQUIREMENTS TO
REDUCE OVERALL COSTS.

6. COMMENT: GOB MOVE WITH AIRLINES IS TYPICALLY
BERMUDIAN WHERE AN ADDITIONAL COST IS INVOLVED ALWAYS
SEE IF THE OTHER GUY WON'T PAY. THE REPAIR OF THE
RUNWAY APRONS FOR 747'S IS A CASE IN POINT ALTHOUGH
PROBABLY MORE EASILY JUSTIFIED THAN TERMINAL COSTS.
AFTER MUCH BICKERING AND MANY REFUSALS BOAC AND PANAM
EACH PAID GOB ONE THIRD THE COST OF REINFORCING THE
RUNWAY APRONS.

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